

Message Text

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E.O. 11652: N/A

TAGS: BTRA, BEXP, SA

SUBJECT: BUSINESS TRAVEL OF B.F. GOODRICH CHEMICAL

COMPANY REPRESENTATIVE

1. STEVEN G. ESAKOV, REPRESENTATIVE, INTERNATIONAL DEPARTMENT, B.F. GOODRICH CHEMICAL COMPANY, CLEVELAND, OHIO WILL ARRIVE JOHANNESBURG FEBRUARY 23 AT 0540 HOURS ON SOUTH AFRICAN AIRWAYS FLIGHT 242.
2. BEFORE DEPARTING SOUTH AFRICA ON MARCH 14 ESAKOV PLANS STOPOVERS ALSO IN CAPE TOWN, PORT ELIZABETH, AND DURBAN.
3. THE PURPOSE OF THE VISIT IS TO EXPAND THE FIRM'S REPRESENTATION FOR AND TO DEVELOP MARKETING INFORMATION ON THE FOLLOWING PRODUCTS:
 - A. SYNTHETIC RUBBER (SBR) NITRIAL (EPD;) THERMOPLASTIC, ETC.
 - B. THERMOPLASTIC SYNTHETIC RESINS (PVC RESINS AND COM-

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POUNDS AND POLYURETHANE RESINS AND COMPOUNDS).

4. FIRM IS WELL-SATISFIED WITH ITS PRESENT AGENTS AND
SALES RECORD IN SOUTH AFRICA.

5. MR. ESAKOV HAS REQUESTED ASSISTANCE IN SCHEDULING
APPOINTMENTS WITH APPROPRIATE PUBLIC AND PRIVATE SECTOR
POTENTIAL END USERS OF ABOVE-LISTED PRODUCTS. FACILITATIVE
SERVICES WOULD BE APPRECIATED. KISSINGER

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